

# BOARD OF DIRECTORS REGULAR MEETING MINUTES



GIRL SCOUTS HEART OF CENTRAL CALIFORNIA 3005 GOLD CANAL DRIVE RANCHO CORDOVA, CA 95670

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April 16, 2009 Sacramento Country Day School  
5:55pm – 7:25pm Sacramento, CA

**PRESENT:** Catherine Conner, Destinee Duncan, Anne Ferguson, John Gallagher, Gianna Gianelli-Mehl, Robin Kren, Genevieve Marsh, Norm Marshall, Jan Opie, Anita Rohn, Toni Rubin, Eric Solis, and Jeff von Kaenel

**EXCUSED:** Barbara Ellis, Judy Lin and Eric Solis

**STAFF:** Pam Saltenberger, Jean DeCamilla, and Kerry Koyasako

**GUESTS:** Linda Reed, CEO of Girl Scouts of Sierra Nevada; JoLynn Canady and Roxann Phillips, Girl Scout Leaders; Rebecca Bogaert, 6<sup>th</sup> Grader in Troop 2; Monica Orozco, Senior Girl Scout; and Bobbie Hales, Gilbert Associates, Inc.

**Chair of the Board, Catherine Conner, called the meeting to order at 5:55 and welcomed new board members Gianna Gianelli-Mehl, Genevieve Marsh, and Toni Rubin as well as the other guest who will be a part of the agenda.**

## **I. CONSENT AGENDA**

The Consent Agenda included the following items:

- Minutes of the January 15, 2009 Board of Directors' meeting
- Resignation of Dick Colvin

Consent Agenda was approved by general consent.

## **II. FINANCE COMMITTEE**

Bobbie Hales from Gilbert Associates, Inc. presented the Year End Audit. She provided an overview of the process and reviewed the financial statements. We received an unqualified or clean audit. Current liquidity remains at 4 to 1 which is very strong. In addition, she reviewed the management letter and management's response. She reported that they believe this last year was an anomaly and that the council now has everything in place to have timely and accurate financials and to limit or eliminate audit adjustments in the future.

Eric Solis moved on behalf of the finance committee, to approve the Year End Audit as presented by the Auditors. The motion passed unanimously.

Eric Solis moved on behalf of the finance committee, to accept the January 2009 Statement of Activities, the January 2009 Statement of Financial Position. The motion passed unanimously.

Eric and Pam Saltenberger reviewed the differences in budgeted and actual through January. Grant income is lower than expected but management has taken steps to reduce expenses especially in salary and benefits.

### **III. PROGRAM – Movin on Up**

JoLynn Canady and Roxann Phillips, Girl Scout Leaders, shared their vision and the success of *Movin on Up* a motivational program for girls in the sixth grade to encourage them and their leaders to stay in Girl Scouts. Rebecca Bogaert, a sixth grader, and Monica Orozco, a high school senior and program aid, shared their positive experiences with the program.

### **IV. POLICY CHANGE**

Robin Kren moved to approve the proposed policy changes regarding signature requirements on troop accounts and to clarify use of the council van. The motion was seconded and approved unanimously.

Jean DeCamilla explained that a volunteer committee met to discuss ways to make being a troop leader easier. The changes in banking signature requirements were agreed as an improvement in process. The van use clarification is required by DMV code.

### **V. BOARD REPRESENTATIVE COMMITTEE**

Toni Rubin and Anita Rohn presented the board representative committee charge and reviewed the committee work to date. They will be updating the board at each meeting on the work of the committee. There will be training for all representative assembly members on June 2<sup>nd</sup> and June 4<sup>th</sup>.

### **VI. MANAGEMENT REPORT**

Pam Saltenberger reported that the most recent girl membership numbers are up 6.4% over last year and adult membership is up 7.4% over last year. There were 116 program events this quarter attended by 5,459 girls. In addition, 2,425 adults participated in training classes. In this quarter we also served 3,391 girls in various outreach settings from schools, correctional facilities, shelters and migrant camps.

The cookie sale was up 3.1% over last year. The revenue will be reported at the next board meeting.

## **VI. PROPERTY COMMITTEE**

Norm Marshall shared the most recent color elevations of the new building and reported that the plans were going to the City of Sacramento within a week. He further reported that there has been no additional interest in the sale of the two properties.

## **VII. BLUE SKY DISCUSSION**

Catherine Conner opened up the discussion by handing out two articles on capital campaigns and endowments. The board was in full agreement that we should move forward with a feasibility study and reaffirmed that the executive committee had the authority to pick one of the firms from the four proposals we received earlier.

There was good discussion and all ideas and suggestions were captured separately and will be shared back with the group.

**Meeting adjourned at 7:25 p.m.**

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James Pardun, Secretary